



ADVENT RESOURCES, INC.

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IN THE NEWS

Data from
Powergram®

Suzuki To Add Larger SUV

To boost sales in North America, Suzuki Motor plans to introduce a midsize SUV in 2006. The larger SUV will be built at the General Motors and Suzuki joint venture CAMI Automotive plant in Ontario, the Nihon Keizai Shimbun reports. To reduce costs, parts would be shared with affiliate GM's new Chevrolet Equinox 3.4-liter SUV. Expected annual production is 50,000 units. It is anticipated that some models may be exported to Japan and Australia. The Japanese carmaker hopes to boost annual sales to 200,000 units in 2007 and increase the number of U.S. dealerships by 30% to 600.

Suppliers Add U.S. Jobs

Up to 10 Toyota suppliers will locate plants in South Bexar County, Texas, by the time Toyota opens its 2 million sq. ft. truck plant in late 2006, the San Antonio Express-News reports. The new plants will employ at least 1,000 new workers. A San Antonio city official said Toyota will bring 2,000 jobs to the region and more jobs may be added when the truck plant reaches full capacity.

Chrysler Raises Rebates

The Chrysler Group has been offering large cash rebates to consumers for the past five months, according to data from retailers in 26 major U.S. markets. Chrysler also is introducing its newest models with more content at lower prices, which the company hopes will allow it to ease off incentives. Chrysler Group sales have improved significantly this year. Year-to-date sales are up over 6% from last year, according to the *J.D. Power and Associates Sales Report*.SM

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Advent Welcomes



We are pleased to welcome four new members on the West Coast. From Southern California we are joined by **Lenders Hyundai** of Huntington Beach, and by **Autoland** in Fullerton. The Inland Empire brings us **Antelope Valley Kia** in Palmdale and **Moreno Valley Imports, MV Toyota, MV Dodge Chrysler, and MV Hyundai**.

The East Coast is represented on the new client roster by **Mercedes-Benz of North America**, from their headquarters in Montvale, New Jersey.

Advent is delighted to extend a warm welcome to these new additions to our client family. We look forward to a banner year as we work together for our mutual benefit. 🌴

Power User of the Month

Jim Maxwell

*General Sales Manager
Scott Robinson Honda*



Our Power User of the Month is Jim Maxwell. While Jim is General Sales Manager for Scott Robinson Honda, he is not typical of many GSMs when it comes to using Advent's HPSS software. Not only has Jim been using the software for more than eight years, he knows it so well that he handles tasks like user administration and prospecting.

Heck, he's such a strong advocate of our software that he demonstrates it for prospective buyers and has even sold quite a few systems for us!

We've said, time and again, that once you get to know Advent software, you'll love it. Just ask Jim! 🌴

What Rolls Downhill?

A Japanese company and an American company decided to have a canoe race on the Missouri River. Both teams practiced long and hard to reach their peak performance before the race. On the big day, the Japanese won by a mile. Afterward, the American team became very discouraged and morally depressed.

The American management decided the reason for the crushing defeat had to be found. A Management Team made up of senior management was formed to investigate and recommend appropriate action.

Their conclusion was the Japanese had 8 people rowing and 1 person steering, while the American team had 8 people steering and one person rowing.

So American management hired a consulting company and paid them an incredible amount of money. They advised that too many people were steering the boat, while not enough people were rowing.

To prevent losing to the Japanese again next year, the rowing team's management structure was totally reorganized to 4 rowing supervisors, 3 area steering superintendents and 1 assistant superintendent steering manager.

They also implemented a new performance system that would give the 1 person rowing the boat greater incentive to work harder. It was called the Rowing Team Quality First Program, with meetings, dinners and free pens for the rower. Even new paddles and medical benefit incentives were promised for a winner.

"We must give the rower the empowerment and enrichments through this quality program."

The next year the Japanese won by two miles.

Humiliated, the American management laid off the rower for poor performance, halted development of a new canoe, sold the paddles, and cancelled all capital investments for new equipment.

The money saved was distributed to the senior executives as bonuses. 🌴

All Star Lineup

Latest Innovations from Advent

We are pleased to present a stellar lineup of products to improve the efficiency and productivity of our client dealers.

★ **Evergreen Server:** Are you tired of buying hardware that becomes obsolete overnight? We have the answer. Our new Evergreen Server Program guarantees your server will never be obsolete again. If you need more memory or disk, we will provide it; if it breaks, we will fix it; if we can't fix it, we will replace; if new software becomes available and your old system can't run it, we will replace your server; and last of all every 4-5 years, we will replace your server with current technology.

★ **Computerized Vehicle Registration:** The state of California recently passed legislation allowing new car automobile dealers to charge a \$28.00 fee for issuing new vehicle registration and plates at time of delivery. Not only is this a new profit center; it also provides a great service to your customers.


★ **Internet Lead Handling Integration:** I am excited to announce that Advent once again continues to create value in our High Performance Sales System. We have just completed integrating Internet Leads directly into your Advent Database. This eliminates the manual effort Internet Departments go through transferring names and addresses to their Desking and F&I System. Now leads automatically go to one place. Separate Workplans are created along with rules of follow-up.

★ **Route One:** Advent has signed agreements to provide integration between Route One and our clients. Route One is owned by General Motors, Ford and Toyota and provides a link to the captive financing arms of all manufacturers except Honda. Additionally, Bank of America and other banks have also signed up to participate. Deals from the Advent system will be electronically uploaded to the appropriate manufacturer. Once the deal has gone through the approval system, the dealership will receive approval

notifications electronically, along with any stipulations. Advent is the first vendor to sign contracts with Route One and we are taking orders. The first rollout will be May 2004.

★ **Dealer Track:** Advent has just signed an agreement to electronically transfer deal information from Advent to the Dealer Track loan submission screen. The price for the integration is a \$125.00 setup fee and \$125.00 per/month paid to Dealer Track.

★ **NAT eMenu:** State and local governments continue to attack procedures used in the F&I Department. One of the big items is discrimination by not presenting the same products to all customers every time. That also contributes to lost revenue by not presenting Extended Warranty Programs, GAP Insurance, Lojack, etc. Advent has partnered with NAT to bring a comprehensive eMenu selling tool that is accurate and integrated.

To learn more about these exciting new programs, contact your local sales representative or Scott M. Smith, Vice President of Sales, at 310-809-7361. 

Driving Test

The following are a sampling of real answers on exams given by the California Department of Transportation's driving school (read Saturday Traffic School For Moving Violation Offenders). We would give extra points for creativity.

Q: What changes would occur in your lifestyle if you could no longer drive lawfully?

A: I would be forced to drive unlawfully.

Q: When driving through fog, what should you use?

A: Your car.

Q: Who has the right of way when four cars approach a four-way stop at the same time?

A: The pick up truck with the gun rack and the bumper sticker saying, "Guns don't kill people. I do."

Q: Do you yield when a blind pedestrian is crossing the road?

A: What for? He can't see my license plate.

Q: How can you reduce the possibility of having an accident?

A: Be too drunk to find your keys.


Q: How do you deal with heavy traffic?

A: Heavy psychedelics.

Q: What are some points to remember when passing or being passed?

A: Make eye contact and wave "hello" if she is cute.

Q: What is the difference between a flashing red traffic light and a flashing yellow traffic light?

A: The color. 

Drinking Story

Recently, a routine police patrol was parked outside a local neighborhood bar in Minnesota. Late in the evening, the officer noticed a man leaving the bar so intoxicated that he could barely walk. The man stumbled around the parking lot for a few minutes with the officer quietly watching. After what seemed an eternity and trying his keys on five different vehicles the man managed to find his own car, which he fell into.

He was there for a few minutes as a number of other patrons left the bar and drove off.

Finally, he started his car, switched the wipers on and off (it was a dry night), flicked the hazard flasher on and off, tooted the horn and then switched on the lights. He moved the vehicle forward a few inches, reversed a little and then remained stationary for a few more minutes as more patrons left in their vehicles. At last he pulled out of the parking lot and started to drive very slowly down the street.

The police officer, having patiently waited all this time, now started up his patrol car, put on the flashing lights, promptly pulled the man over and carried out a Breathalyzer test.

To his amazement, the Breathalyzer indicated no evidence that the man consumed alcohol at all!

Dumbfounded, the officer said "I'll have to ask you to accompany me to the police station. The breathalyzer equipment must be broken."

"I doubt it," said the man. "Tonight I'm the designated decoy." 